

Message Text

UNCLASSIFIED

PAGE 01 BONN 09814 101632Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
-----110329Z 021219 /75

R 101628Z JUN 77
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8952
AMCONSUL FRANKFURT
AMCONSUL MUNICH
AMCONSUL STUTTGART

UNCLAS BONN 09814

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - COMPUTER ELECTION SYSTEMS, INC.
BERKELEY, CALIF.

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

GPS
GESELLSCHAFT FUER PERSONALDATEN UND SICHERHEIT
SYSTEME GMBH
HARDSTRASSE 14A
D-8034 UNTERPFAFFENHOFEN B. MUENCHEN
CONTACT: MR. STRAKA, MANAGER
PHONE: 089-8411169
COMMENT: FIRM ESTABLISHED IN 1973, REPRESENTS
SEVERAL MANUFACTURERS OF COMPUTERS. FIRM EMPLOYS
7 PERSONS AND HAS AVERAGE SALES OF DM 2 MILLION.
FINANCES ARE SAID TO BE IN ORDER. GERMAN FIRM GPS
IS INTERESTED IN EXPANDING ITS SALES PROGRAM
BY ADDING US PRODUCTS.

AMCONSUL FRANKFURT REPORTS:
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MARKET IN FRANKFURT DISTRICT IS DOMINATED BY
TWO GERMAN MANUFACTURERS: T & N OF FRANKFURT, AND
ELLERT OF DARMSTADT. BOTH HAVE THEIR OWN DISTRIBUTION
AND MAINTENANCE SYSTEMS SOLIDLY SET UP. BUSINESS
MACHINE IMPORTERS IN GERMANY, ACCORDING TO THEIR
ASSOCIATION IN FRANKFURT, DO NOT HANDLE THIS TYPE OF

EQUIPMENT. CONSENSUS OF OPINION WAS THAT ONLY CHANCE FOR US FIRM TO ENTER THIS MARKET WOULD BE TO ESTABLISH OWN OPERATION. HOWEVER, IN VIEW OF AFOREMENTIONED HEAVY COMPETITION THIS WOULD NOT BE AN EASY MATTER.

AMCONSUL STUTTGART REPORTS:

DUE TO THE VERY LIMITED POSSIBLE MARKET FOR THE EQUIPMENT OFFERED AND DUE TO GERMAN REGULATIONS AND LAWS, NONE OF THE LOCAL AGENTS AND DISTRIBUTORS IN OUR AREA WILLING TO DISCUSS WITH COMPUTER ELECTION SYSTEMS THE POSSIBILITY OF BECOMING ITS COMMISSIONED REPRESENTATIVE.

SHOULD ANOTHER EXPRESSION OF INTEREST BE ELICITED, THE EMBASSY WILL REPORT IT IMMEDIATELY.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 10-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BONN09814
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770208-0975
Format: TEL
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770671/aaaacjqz.tel
Line Count: 81
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: f805ee7f-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 09-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
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Review Withdrawn Fields: n/a
SAS ID: 2205740
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - COMPUTER ELECTION SYSTEMS, INC. BERKELEY, CALIF. DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOC
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/f805ee7f-c288-dd11-92da-001cc4696bcc
Review Markings:
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